



MANTERRA CREATES GROWTH OPPORTUNITIES WITH CYFRAME ERP



Equipped with 15 modern injection molding machines ranging from 30-ton to 450-ton capacity, Manterra Technologies provides injection molding and related services to its growing list of clients. With ISO quality standards including ISO 9001, ISO 6949, and ISO 13485, the company has become a trusted supplier to the automotive, medical, and industrial industries.

Vital Statistics

- › Founded in 1986
- › 15 injection molding machines ranging from 30 to 450-ton capacity
- › Trusted supplier to automotive, medical, and industrial industries
- › Works with customers to instill confidence in designs and maximize production time and cost-savings

Key Challenges

- › Manually intensive and unscalable process were largely inefficient
- › Key business decisions based on estimates, recent history, or outdated data.
- › A lack of real-time visibility
- › Inventory didn't always match production needs
- › Front office and shop floor applications operate in silos
- › Inability to mine information related to product tracking, rejects, on-time delivery, and costing models

Solution

- › CyFrame – Plastics-specific ERP solution

Results

- › Immediate and sustained improvements
- › Real-time visibility allows decisions to be based on the most recent and accurate information
- › Business and shop-floor applications are tightly integrated
- › Workflows are optimized
- › More accurate forecasting allowed inventory to correlate to production needs
- › A significant reduction in manual errors
- › A measurable enhancement to productivity
- › Invoices created in a timely manner
- › A healthy bottom line and greater opportunity for continued growth

Manterra goes beyond plastics processing to provide a range of value-added services including design validation, prototyping, material selection, tooling, finishing, assembly, repair, and warehousing. Through its Production Part Approval Process (PPAP) approach, Manterra works with customers' product design teams to review 3D digital designs and drawings and determine if that design:

- Is structurally sound.
- Can be injection molded.
- Is suitable for the intended application.
- Can be cost-effectively manufactured at the needed volume.

Determining these factors in advance of mold creation provides the customer with confidence in the design along with maximum production time and cost savings.

A Manual Process

Growth and process efficiency go hand in hand. And management recognized that business as usual was no longer an option if they were to reach production and financial targets.

General Manager, Jim Blomme explained that essentially everything from the shop floor to front office operations were being managed through a disconnected series of Excel

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ERP Solutions for the Plastics Industry

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spreadsheets and QuickBooks. From issuing work orders, to production, and billing, the multi-million-dollar operation was largely manual and increasingly inefficient.

“In the front office, one spreadsheet would generate the work order and then you had to go someplace else to create a packing slip and still another to generate an invoice,” said Blomme. “We were able to get by for a few years, but we soon reached the point where the process wasn’t scalable or easily updated as our business grew.”

Just as important, these process silos did not allow the company to mine key information related to product tracking, rejects, on-time delivery, and costing models. Without reliable insight critical business decisions were often based on estimates, recent history, or outdated data.

Production Obstacles

In addition to the front office, these manually intensive processes were prevalent across the shop creating some serious obstacles to production flow.

“When a work order was generated, we often had to thumb through a catalog and corresponding file system to make sure that we had the needed type and quality of material in stock – all the while hoping that things were filed correctly. In some cases, we had to physically walk out to the shop floor to verify that the material was in fact on hand. Needless to say, a few delivery opportunities were missed because we thought that we had something on hand when we in fact we didn’t. Also, if it was a multi-step job, people might forget to anticipate the next step. In such cases we would be hung up and couldn’t proceed because something wasn’t ready with that next step.”

Senior management knew that if they were to continue to grow the company and bottom-line, an Enterprise Resource Management (ERP) solution was needed to automate the process.

Manterra President & CEO, Jerry Presley recalled that one specific ERP solution caught his attention at a tradeshow several years earlier. Created by plastics professionals exclusively for the plastics industry, CyFrame’s ERP system (CyFrame) improves plastic manufacturing productivity for Injection & Blow Molders, Profile & Sheet Extrusion, Blown Film & Converting as well as Compounding & Calendaring.

The fact that CyFrame was a plastics specific ERP, and not a generic multi-industry solution, was especially attractive. While the company did its due diligence and explored the options, Manterra management was convinced that CyFrame, and the experience behind it, was the right call.

“We were concerned about the delay, cost and inherent risks associated with working with an ERP company who was not focused on our industry and business,” said Blomme.

“The level of initial customization needed to get a universal manufacturing system up and running would consume too much of our time and resources. We simply didn’t have the staff availability to dedicate spending their time working with a company to customize their ERP system. With CyFrame the skeletal frame was already there, they understood our business requirements and vision right away and it could be easily adapted to our needs.”



ERP Solutions for the Plastics Industry

“Now we simply enter what we want to produce into CyFrame and 95% of what happens next is automated. The system provides access to the recipes, checks material inventory, flags any issues, and so on.”

Implementation

Largely due to the COVID pandemic and its impact on staffing and travel, implementation was not without its challenges. However, with remote assistance from CyFrame’s support team, the system was operational within the needed timeframe.

Because documentation is critical, especially for the company’s medical industry customers, Manterra’s legacy system was run for several weeks - until all were confident that everything was working as expected. By the end of February 2022, the CyFrame ERP system was being used exclusively.

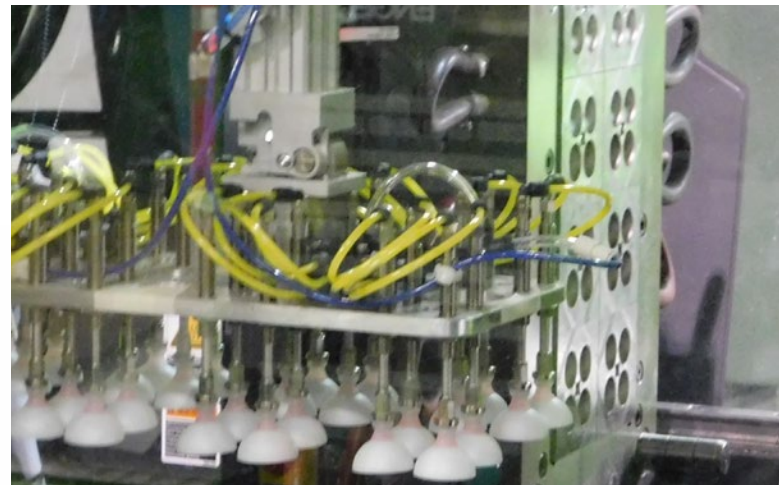
“There were no major hiccups at launch,” Blomme added. “It just took a little time for some people to break old habits and start thinking differently. They were so used to doing things manually that having tasks automated and up-to-date information available on-demand didn’t come naturally. I’d remind them by saying, Why are you doing that? It’s all right here on the screen. Soon they began to recognize that leveraging CyFrame was helping them to be more efficient do their jobs even better.”

Results

With CyFrame, Manterra is seeing measurable improvement from the shop floor to the front office. According to Blomme, improvements were seen almost immediately in the accounting department.

Invoicing, tracking, accounts receivable were once done manually, which was an on-going nightmare. What was invoiced? What was paid? What is overdue? Because the staff was always waiting on paperwork, it generally took a couple of weeks to generate an invoice - which can create cashflow problems. By automating the process, invoices are being created within a day or two of the orders being shipped.

In addition to the financial side of the business, CyFrame is streamlining production.



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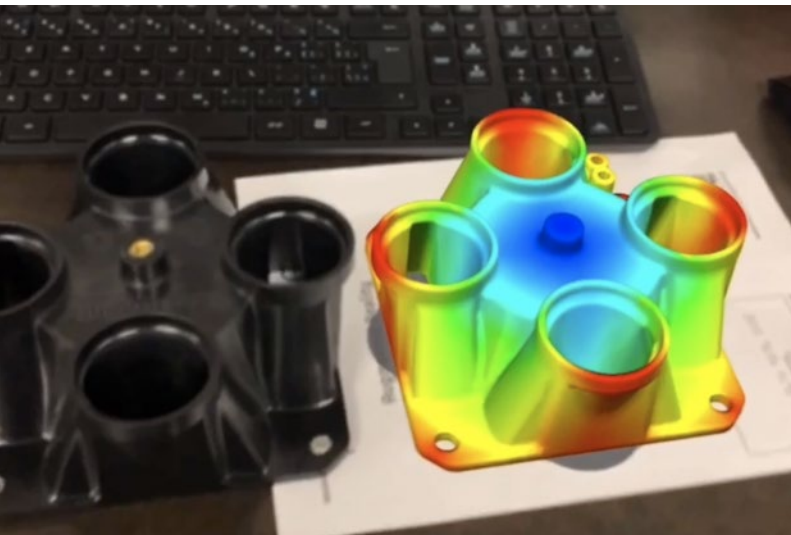
Before CyFrame, we would often make mistakes with respects to forecasting and purchasing needed raw materials due to the complexity of the sheer volume of customers placing orders with many release dates and the internal necessity of combining multiple work orders into several production runs. This made it very difficult to properly track materials consumed in a timely manner sufficient to keep our MRP up to date. We would often think that we have sufficient material to cover our production, but we often weren’t accurately projecting the true material needed to match future requirements and this of course had its consequences. Today CyFrame allows us to determine if we have the quantity of material on hand to cover current and future production runs with ease. This has been huge in streamlining production and maximizing workflow.”

Blomme also mentioned that some customers, especially those in the automotive industry, rely on them to manage production flow based on internal system forecasts. By linking into the manufacturer’s forecasting system Manterra



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can now far better anticipate the demand of raw materials and manage production part release dates which is now far more seamless and reliable with CyFrame.

CyFrame is paying huge dividends when it comes to optimizing production scheduling by helping Manterra’s planners to make informed decisions as to what can run best where as well as the impact on on-time delivery, material usage and downstream production.

“In the past, one had to physically walk down to the production office to check the scheduling board which may or may not have been updated,” said Blomme. “Today CyFrame’s centralized production calendar, provides us with real-time data that factor in live machine monitoring pulled directly from the presses allowing us to optimize production runs leveraging up to the minute machine information.”

Similarly, CyFrame has especially added value with respect to satisfying lot traceability and material certification requirements. A quick bar code scan of a materials label at setup or on material replacement automatically captures the supplier’s lot information enabling accurate, completely automated, full traceability and reporting.

Positioned for Growth

With CyFrame, manually intensive processes and a heavy reliance on spreadsheets are a thing of the past at Manterra Technologies. Today the company is leveraging the plastics industry-specific ERP solution to automate processes, optimize workflows, reduce manual errors, and enhance productivity.

This all translates into a more efficient operation, a healthier bottom line, and a greater opportunity for growth in a highly competitive plastics landscape.

About CyFrame

CyFrame is the leading International provider of Best-Of-Breed business and Shop Floor ERP and Shop Data acquisition Software Solutions dedicated to improve productivity exclusively for plastic manufacturing industry such as Blow Molders, Injection Molders, Profile Extrusion, Film and Sheetting Extrusion, Color and Compounding producers, Calendaring Sheetting, Environment Services and Cutting Die Tooling manufacturers.

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